

**Contract Number VA-060504-NORT**  
**Nortel Networks Products and Services**  
**Exhibit C, Pricing**

**Supplier Name: Nortel Networks**

**All Nortel Networks Products and Services**  
**(Not including "Managed Operations" managed network services)**

**Index Price List Source**                      Nortel Global Product Pricing Catalog

**Delivery Terms**                                F.O.B. Destination

**Standard Delivery Lead Time**            Up to 21 business days ARO, unless otherwise quoted or agreed to between  
Nortel and Authorized User

Product Category	Delivery Lead Time (Days ARO)	Government/Education Discount
Applications	21	25%
Data	21	35%
Optical	21	25%
Converged Telephony	21	25%
Network Bundles	21	35%
Services	21	15%

Please contact Nortel Networks for current list of products and index pricing.